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**Gary T. McCollum**  
SENIOR VICE PRESIDENT & GENERAL MANAGER

March 22, 2011

Members of the Board of Supervisors  
James City County  
James City Government Center  
101 Mounts Bay Road  
Williamsburg, VA 23185

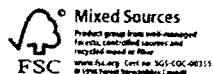
**Re: New Opportunities for James City County**

Honorable Supervisors:

On behalf of Cox Communications and our 2800 employees in Virginia who take pride in providing customers with video, telephone and Internet service every day, we would like to thank the James City County staff for the time and effort spent over the past several months negotiating the terms of the renewal of Cox Communications' franchise agreement with the County. We believe the renewal agreement we have worked out with the County will provide a solid framework to allow Cox to continue to provide advanced services to the residents of the County. Our discussions with staff allowed us to explore several other issues that, while not necessarily appropriate for a cable franchise agreement, will allow Cox and the County to forge a closer relationship and bring some exciting new benefits to James City County residents.

First, we are pleased to offer James City County the opportunity to partner with us on a Broadband Adoption Pilot Program, the first in Hampton Roads. Cox has spent years promoting sustainable broadband adoption programs both in practice and in the public policy arena. In fact, we even filed comments on the Federal Communications Commission's National Broadband Plan and asked them to take several steps including improving access to broadband by cutting the number of un-served American homes and expanding broadband access to all K-12 school classrooms.

Our proposed partnership with James City County would be aimed at a vulnerable population – middle school-aged children in underserved neighborhoods that do not receive broadband service. Our plan would be to devise a targeted pilot program that could expand over time. Through this exciting partnership, we plan to leverage our technology platform to meet the goal of ensuring that our youth have the tools to learn, grow and prosper. Our commitment is to provide children qualified in the program with



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discounted broadband, a free modem and installation for the three years of their middle school experience. It will be critical to recruit strong community partners to launch and sustain the program and we will lend our assistance to creating this group. Programs like this have demonstrated priceless value to the children who would not otherwise have broadband and to parents, guardians, and other family members who learn to use the service.

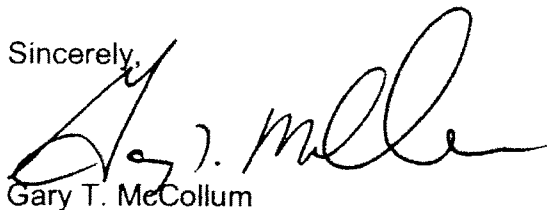
Second, we are pleased to offer two new options for James City County to reach Cox's subscribers. We invite James City County to utilize time on Cox Channel 11 which is broadcast throughout our Hampton Roads service area, for its government programming. We offer time on this channel on a space-available basis at no cost to local governments for non-commercial government programming as a supplement to the government access channel we also provide.

Third, Cox Communications is prepared to work with James City County on a video-on-demand pilot project- the first Cox has offered to a locality in Virginia. As part of this pilot, Cox will provide up to five hours on our video-on-demand servers each month to allow subscribers with the necessary subscription and equipment to watch James City County's government programming at their convenience. The programming would be placed in our Freezone area which is freely accessible to customers across Hampton Roads. The commercial value of this service is approximately \$84,000 annually or \$840,000 over the 10-year life of the Franchise.

Finally, we stand ready to work with James City County and all the other local governments in the Hampton Roads area to coordinate the use of the government access channel so that interactive program guide can be more useful to our subscribers.

All of these benefits are in addition to those found in the negotiated Franchise Agreement. We look forward to working with James City County in this exciting new partnership.

Sincerely,



Gary T. McCollum

cc: Kathryn Falk, VP, Government Affairs, Cox Communications - Virginia  
Leigh Woisard, VP, Public Affairs, Cox Communications - Virginia

